

Message Text

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64

ACTION EUR-12

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LIMITED OFFICIAL USE MOSCOW 3358

USDOC FOR BEWT/TDAD AND USSR

E.O. 11652: NA

TAGS: ETRD UR US

SUBJECT: GOULD INC SIGNS DOLS 47 MILLION CONTRACT WITH SOVIETS

REF: MOSCOW 18949, 12/24/74; MOSCOW 148

1. GOULD INC. AND STANKOIMPORT CAPPED SIX YEARS OF NEGOTIATIONS MARCH 12 WITH SIGNATURE OF DOLS 47 MILLION CONTRACT FOR AUTOMOTIVE ENGINE BEARING PLANT IN DIMITROVGRAD (FORMERLY MELEKESS). CONTRACT VALUE TIES STANKOIMPORT'S PREVIOUS RECORD AND MAKES DEAL BIGGEST SIGNED BY AMERICAN FIRM WITH USSR SINCE JANUARY 9. SIGNING CEREMONY STAGED AT EMBASSY'S COMMERCIAL OFFICE WITH COVERAGE BY US AND SOVIET PRESS PLUS SOVIET RADIO AND TELEVISION.

2. CONTRACT INCORPORATES TERMS AGREED IN PROTOCOL SIGNED AT YEAR END (REFTELS) AND DOES NOT PROVIDE SUPPLIER CREDITS.

GOULD REPS HAVE PROMISED TO SEND FULL TEXT TO BEWT/TDAD (VAN DER BURGH). FOUR YEARS WILL BE REQUIRED FOR EXECUTION, INCLUDING TRAINING OF SOVIET TECHNICIANS IN FIRM'S CLEVELAND PLANT.

3. WITH THIS CONTRACT SIGNED, GOULD NOW LOOKS TO NEGOTIA-
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TION OF THREE ADDITIONAL DEALS OF SIMILAR SIZE:

A) PROMMASHIMPORT IS CURRENTLY IN THE MARKET FOR A PLANT TO PRODUCE PAINTED CIRCUIT BOARDS. SWISS FIRM JOSEPH EGLI HAS PUT TOGETHER PROPOSAL, IN WHICH GOULD'S TECHNOLOGY AND EQUIPMENT FOR ROLLING AND HANDLING ULTRA-THIN COPPER FOIL IS MAJOR ELEMENT (SEE SEPTEL ON JOSEPH EGLI SALE);

B) PROMMASHIMPORT IS ALSO IN MARKET FOR TWO PLANTS TO PRODUCE FRACTIONAL HORSEPOWER ELECTRIC MOTORS. A FRENCH FIRM HAS BEEN GIVEN "TECHNICAL ASSIGNMENT" FOR FIRST PLANT, BUT PROMMASHIMPORT CHAIRMAN MEL'NIKOV HAS PROMISED GIVE ASSIGNMENT TO GOULD AS WELL (COMMENT: MEL'NIKOV ALSO ADVISED GOULD OFFICIALS THAT PROMMASHIMPORT WOULD HAVE DOLS FIVE BILLION FOR IMPORTS OF COMPLETE PLANTS DURING 1976-80 PERIOD. GOULD OFFICIAL CONFIRMED COMMOFF'S IMPRESSION THAT UNDER ACTIVE AND ABLE LEADERSHIP OF MEL'NIKOV, PROMMASHIMPORT HAS ACQUIRED RESPONSIBILITY FOR IMPORTS OF "COMPLETE PLANTS" IN PRODUCT AREAS COMPLETELY OUTSIDE ITS TRADITIONAL AREA (I.E., TIMBER, WOOD-WORKING, PULP/PAPER EQUIPMENT.) END COMMENT)

C. METALLURGIMPORT IS IN MARKET FOR PLANT SIMILAR TO THAT JUST PURCHASED BY STANKOIMPORT. THIS PLANT WOULD APPARENTLY SUPPLY BEARINGS FOR TRACTOR ENGINES, PARTICULARLY THOSE PRODUCED AT CHEBOKSARY PLANT. STOESEL

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